## Message Text

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R 071121Z APR 78 FM AMEMBASSY DAMASCUS TO USDOC WASHDC INFO SECSTATE WASHDC 7541 AMEMBASSY ATHENS

**UNCLAS DAMASCUS 1963** 

E.O. 11652: N/A TAGS: BEXP, SY

SUBJECT: 1978' DAMASCUS INTERNATIONAL FAIR

REF: USDOC 5794

- 1. AMBASSADOR MURPHY RETURNED TO WASHINGTON ON CONSULTATIONS APRIL 1; WILL BE CARRYING WITH HIM PRELIMINARY SKETCH OF PLANS FOR EXPANDED US PAVILION AS WELL AS SCALE SEAL DRAWING OF FRONT OF THE PAVILION.
- 2. REFERENCE HOUSING FOR DUSEX AND DO; EMBASSY EMPLOYEES ASSOSCIATION WILL CONTINUE LEASE TWO APARTMENTS ONLY THROUGH JUNE 28; TWO AVAILABLE IF NO NEW ARRIVALS ON TEMPORARY HOUSING. WILL ATTEMPT TO RETAIN ONE APARTMENT FOR DURATION OF FAIR. IN THAT CASE EITHER DUSEX AND DO AND WIFE MUST SHARE ONE APARTMENT OR ONE OF THE TWO MUST GO TO HOTEL FOR THE BALANCE OF STAY IN DAMASCUS. PLEASE NOTE THAT DAMASCUS PER DIEM IS MORE THAN ADEQUATE FOR ANY HOTEL EXCEPT MERIDIEN (AND SHERATON SHOULD IT OPEN IN TIME) BUT WE NEED MAKE RESERVATIONS SOONEST.
- 3. DESIGN: THEROS WILL ARRIVE WASHINGTON AFTERNOON 24 APRIL, AND WILL BE AT CAGNE 9:00 AM. 25 APRIL. HE HAS ASKED EXPERIENCED LOCAL CONTRACTORS TO PRESENT BOOTH DESIGN UNCLASSIFIED

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AND LAYOUT FOR THE PAVILION-USING LAST YEAR'S SPECIFICATIONS. CONTRACTORS INCLUDE SAYEGH WHO WAS CONTRACTOR LAST YEAR AND HAS REFURBISHED A-7 SYSTEM. OTHER GUIDELINES GIVEN TO CONTRACTORS AS FOLLOWS:

(A) THEY MUST INCORPORATE SINGLE SPACE OF ONE HUNDRED TWENTY SQUARE METERS FOR USIS EXHIBIT PERMITTING WALK-

## AROUND ON AT LEAST TWO SIDE.

- (B) GENERAL MOTORS EXHIBIT WILL BE SINGLE UNIT OF 75 SQUARE METERS EQUIVALENT TO FIVE BOOTHS AND IS NOT NECESSARILY BOUND BY 3X6 METER BOOTH PARAMETER.
- (C) NAZIR HADAYA REPRESENTING SEVERAL AMERICAN FIRMS IN HOUSEHOLD APPLIANCES HAS ASKED FOR 50 SQUARE METER AREA. AT EMBASSY REQUEST HE WILL FURNISH A KITCHEN PUT TOGETHER FROM PREFAB KITCHEN MATERIAL OF US COMPANIES WHOM HE REPRESENTS. BOOTH WILL REQUIRE BACK AND SIDE WALLS ONLY AND POSSIBLE PROVISION OF RUNNING WATER.
- (D) BUDGET GUIDELINE: NOT TO EXCEED TWO HUNDRED THOUSAND SYRIAN POUNDS (APPROXIMATELY 50,000 DOLLARS) INCLUDING SIGNS, LIGHTS ETC., FOR COMPANIES THAT WILL DISPLAY IN 1200 SQUARE METER OUTSIDE AREA.
- 4. URGE STRONGLY THAT COMPETITION BE LIMITED TO SYRIAN CONTRACTORS ONLY. PAST EXPERIENCE IS THAT FOREIGN CONTRACTORS EFFECTIVELY CLOSED OUT OF THIS MARKET BY HIGH COSTS AND UNFAMILIARITY WITH LABOR CONDITIONS AND COST OF MATERIALS.
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